

# FNS EBT User Group Meeting

## WIC EBT

### Solutran's Smart Card Strategy

October 28, 2010  
Confidential



# Agenda

1. Background on Solutran
2. Solutran WIC EBT strategy
3. Partnership with SoliSYSTEMS

# Solutran Background

## Overview

- Founded in 1982, privately held
- Women-owned business
- Minneapolis based
- Purchased FSMC from MoneyGram in August 2009

## Processing capabilities

- Will process over 250 million transactions in 2010
- Secure data center in Minneapolis, MN
- Trusted processor for both states and large companies

# Solutran – A National Leader in Payments

## ■ WIC payments

- Processor for 68 WIC/FMNP/SFMNP agencies – the most in the country
- Strategic initiative to build WIC EBT network

#1

## ■ Retail / pharmacy payments

- Process for top retailers such as Kroger, Safeway, CVS, Walgreens, SUPERVALU, and Roundy's
- Top BOC provider in the country

#1

## ■ Consumer incentive payments

- Thirty years of experience in consumer incentives
- Top rebate check processor in the country

#1

# Comparison of WIC Processing

	Food Instruments (Checks)	Smart Card
Transaction processing	Multiple batch files – from Fed and banks	Multiple batch files – from individual retailers
Transaction verification	Multiple edits performed	Same
Settlement processing	<ol style="list-style-type: none"> <li>1. Transactions clear</li> <li>2. Funds distributed to retailers by the Fed</li> <li>3. State funding notice</li> <li>4. WIC funds received</li> </ol>	<ol style="list-style-type: none"> <li>1. Transactions clear</li> <li>2. State funding notice</li> <li>3. WIC funds received</li> <li>4. Funds distributed to retailers by Solutran</li> </ol>
Reporting	Web and file delivery	Same
MIS integration	Customized by state	Same

# Solutran EBT Strategy Decision

## Considerations:

- Smart card processing fits Solutran infrastructure.
- Smart card processing has proven highly successful.
- States have interest in an outsourced smart card solution.

## Decision:

- Solutran will offer smart card processing for WIC EBT.
- System will be operational in 2011, specific date TBD.

# Solutran's Approach for Smart Card EBT

## Menu-based pricing to meet WIC agency needs

### **Base Level Components**

- System integration with MIS
- Retailer testing
- WIC agency testing
- APL, HCL, Claim file processing
  - FTP site management
  - Settlement to Vendors via ACH
  - Provide Auto Recon files to Vendors
- Data storage
- Reporting to Vendors
- Reporting to WIC Agencies
- Data files to MIS

### **Optional Services**

- Training materials
- Call center
- Monitor Vendor performance
- Additional custom system integration with MIS
- Vendor fraud monitoring
- Historical food price reporting
- Custom reporting to Vendors and/or WIC Agencies

# Solutran Partners with SoliSYSTEMS

Solutran is pleased to announce an exclusive partnership with SoliSYSTEMS, providing Smart Card EBT solutions to the WIC, FMNP, SFMNP industry.



- Processor for 68 WIC/FMNP/SFMNP agencies
- National leader in electronic payment processing
- 21 year track-record of performance
- Systems integrator specializing in smart cards including production, chip programming and POS integration
- Smart card provider to all offline states
- 10 years of smart card experience



# Two Companies – One Integrated Offering

## Solutran Services

- WIC EBT host processing system
- Funds settlement
- File processing: Claim, APL, Hot Card List, Vendor File, Auto Recon, Claim Error File
- Online GUI interface into host processing portal
- Call center

## SoliSYSTEMS Services

- Card production, chip configuration and programming
- Systems integration
  - Card application and app. maintenance
  - Card integration implementation (MIS system and Vendor POS)
- Card replacement and fulfillment; delivery to WIC agencies

# Solutran as a Reliable Provider

- Solid and respected partner for 68 WIC/FMNP/SFMNP agencies
  - 21 years experience with WIC processing
  - Acknowledged for our customer service responsiveness
  - In-depth knowledge of performance edits to approve or deny payment
- Established leader in grocery / pharmacy payments
- Proven leader in payment processing
- Solutran strategy – Be an innovative and dependable eWIC partner.